

200,000 homes		Equipment does not exist to deliver 24 240 GB ports out (needed for centralized Video on Demand)	
	Units	Total cost	
Redundancy Required	12	\$24M	\$2M (Switch/router – 8 10GB ports out)
	80	\$8M	\$50 - \$150 K (Switch/router – 10 GB in, 24 1GB ports out)
	2,000	\$16M	\$8K (Layer 3 switch – 2 GB in, 24 100MB ports out)
	50,000	\$20M	\$400 (8 port hub – 10/100MB out)
		<u>\$44M</u>	

Total savings with EmergeCore solution:
\$24M + Cost of equipment needed at
top end which doesn't exist

TABLE 1